

CURRICULM VITAE

NAME: Aman Singh

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Career Objective

Seeking for an opportunity to work in a reputable organization and utilize my professional skills to improve client satisfaction for the benefit of the organization.

Core Qualifications

- A Customer oriented, multitasking Fresher with MBA degree in Marketing & HR.
- Expert in Understanding the business requirement..
- Strong persuasive skills.
- Superior teamwork capabilities.
- Exceptional skills in handling customer through motivational and leadership skills.
- Outstanding presentation and interpersonal skills.

Academic Qualification

- Passed High School from U.P. Board, Ramganj-Amethi in 2012.
- Passed Intermediate from U.P. Board, Sultanpur in 2014.
- Passed B.Sc. Mathematics from Dr. Ram Manohar lohia University, Faizabad, U.P. in 2018.
- Completed MBA in Marketing & HR from Dr. A.K.T.U. University, Lucknow, in 2020.

Computer Skills

- Operating Systems : Windows 2000, Windows XP, Windows Vista, Windows 7,8 & 10
- Office Package_ : Microsoft Word, Excel, PowerPoint, Access

Extra-Curricular Activities

- Participated in blood donation camps.
- Participated in college sports meets.
- Student Volunteer at Start up conclave 2018 at IIM-Lucknow.
- Participated in “Start Up Mitra Conclave” about “Entrepreneurial Mindset Development”.
- Participated in “ENTREPRENEURS & SOCIAL ENTERPRISES” at IIT Kanpur.
- Attended workshop on “Micro Analysis of Financial Statement.”

Hobbies

- Gadget friendly.
- Voluntary work.
- Travelling.

Professional Summary

I am an approachable, motivated and confident fresher with an MBA degree in Marketing with strong networking and leadership. Expert in the implementation of each project. Eager to learn new technological skills. MBA graduate with the great problem-solving ability and excellent communication skills. I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

Experience

➤ **Route Trainer**

Oppo Mobiles MU Pvt Ltd. (10Feb.2020 to 07Mar.2021)

- OPPO Product and Course Training.
- Finding new channels for effective Training and Development program for OEC(Oppo Experience Consultant) .
- Manage OEC(Oppo Experience Consultant) and Improve their Selling Skill via Training.
- Explain OEC's about the Customer Buying Behavior and about Customer Interaction.
- Demonstrating products Specifications to OEC(Oppo Experience Consultant).
- Make Strategy with Sales Team to Motivate OEC by rewards and Certificates.
- Help OEC to grow their Professional Skills as well as Interpersonal Skill.
- Hosting & organizing the Training Camps, Events and Contests.
- Took Review Test to Check OEC's awareness of product Knowledge as well as Competition Knowledge.
- Conduct interviews regarding new joining of OEC.
- Took OEC's follow-up regarding their sales targets are met before the specified deadlines.

➤ **Winter Internship (Sales & Marketing Trainee)**

At Mother Dairy Fruit & Vegetable Pvt Ltd. Lucknow, U.P. (06Jan.2019 to 06Mar.2019)

Project:- TEA VENDOR'S & INST'S MILK CUNSUMPTION PATTERN.

- Conduct market Survey of the Competition Product in Institutions like Colleges, Hotels , Restaurants & Tea vendors.
- Find the current Position of the our Market share as well as Competition.
- Then send the final report to the higher authority.
- Make different Market strategy for variable Situations with the Team.
- Provide variable offers & Discount to Convert Compititors for Mother Dairy Milk Consumption.
- Arrange for deliveries of milk to be made to Institutions.

➤ **Summer Internship (H.R. Trainee)**

At Brindavan Bottlers Pvt. Ltd Coca-Cola, Lucknow (17Jun.2019 to 31Jul.2019)

Project:- Recuritment & Selection.

- Design and Update Job Descriptions.
- Source potential Candidates from Various Online sources.
- Draft recruiting emails to attract passive candidates.
- Screen in coming resumes & application forms.
- Provide shortlists of Qualified candidates to Hiring Managers.
- Send job E-mails and answer Queries about compensation and benefits.
- Collaborate with Manager to identify future hiring needs.

➤ **Industrial Visits**

- **Sara's dairy, Jaipur on 31st Jan, 2019**
- **Bisleri International Private limited, Jaipur on 2nd Feb 2019**
- **Clay Craft Industry, Jaipur on 2nd Feb 2019**

Personal Details

<u>Father's Name:</u>	Late Jay Pratap Singh
<u>Mother's Name:</u>	Mrs. Vimmi Singh
<u>Date of Birth:</u>	22 Jun. 1997.
<u>Languages known:</u>	Hindi and English
<u>Marital Status:</u>	Unmarried
<u>Address:</u>	109, Aramachine Gali, Raipur-Ramganj, Amethi 228159.

Declaration

I hereby declare that the above written particulars are true to the best of my knowledge and confidence.

Date:

Place:

AMAN SINGH